# Claim Amendments

1. (Previously presented)A method of doing business in which the cost of a component, service or process is established by:

using a computerized process that includes databases from which aspects of the cost are capable of being determined, provided lowest cost potential design, lowest cost potential manufacturing practices, lowest cost potential supply chain management techniques, lowest cost potential labor rates, lowest cost potential uptimes and lowest cost potential yields are utilized;

determining, by the computerized process, a lowest potential cost for each of a plurality of aspects of the cost and totaling the lowest potential cost for each of a plurality of aspects, yielding the ought to be cost;

generating reports from said computerized process that include details of each aspect of the cost;

providing the reports to prospective suppliers of the component or service;

conducting discussions, with the prospective suppliers of the component or service, in an effort to gain concurrence on the fact basis of what the cost of the component, service or process ought to be;

conducting fact based discussions, with prospective suppliers of the component or service with whom concurrence on the cost has been reached, in an effort to reach an agreement on a price for the component, service or process based on the ought to be cost of the component, service or process.

2. (Previously presented)In a computerized system, a method of determining what the cost of a part or service ought to be, the method comprising:

establishing one or more databases that store a plurality costs distributed among each of a plurality of cost components that are utilized for producing parts and services, wherein the cost components include one or more of: design, manufacturing practices, supply chain management techniques, labor rates, uptimes, and yields;

providing a database interface for the database that allows remote access by one or more users;

establishing a set of computer screens, including input fields into which cost components are capable of being inputted either directly or through menus that display options that are capable of being selected, wherein the cost components are elements of cost areas such as material, labor, capital, manufacturing and overhead;

for each cost area, totaling a lowest cost potential for each cost component, yielding a plurality of subtotals;

totaling each of the plurality of subtotals, yielding a lowest potential cost that is the ought to be cost of the part or service.


3. (Previously presented) The method as set forth in claim 2 wherein the following further step is performed:

printing out a report for a screen describing the components of the screen and the inputted amounts and the subtotal for the screen.

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4. (Previously presented) The method as set forth in claim 2 wherein the following further step is performed:

printing out a report for all screen describing the components of each screen, the inputted amounts for each component, the subtotal for each screen and a total for all screens.

5. (Previously presented) A computer system for determining what the cost of a part or service ought to be, said computer system comprising:

a computer program that provides for cost data entry, is capable of interfacing with a database or databases and is capable of being accessed by one or more users, said computer program being programmed to perform computations on data that has been input manually or from a database;

a database that is capable of interfacing with said computer program, the database containing cost components for parts;

one or more computer screens for said computer program including input fields into which lowest cost potential cost components are capable of being inputted and menus that display list of selectable cost components from said database;

said computer program having the capability to determine a lowest cost potential for each of a plurality of cost components and to total each of the plurality of lowest cost potential cost components, yielding the ought to be cost of the part or service.

6. (Previously presented) The computer system as set forth in claim 5 wherein the computer program has the capability to print out a report for a screen describing the components of the screen, the inputted amounts and the subtotal for the screen.

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7. (Previously presented) The computer system as set forth in claim 5 wherein the computer program has the capability to print out a report for all screens describing the components of each screen, the inputted amounts for each component, the subtotal for each screen and a total for all screens.

8. (Currently amended) A method of using a computer to develop a factual report used in fact driven discussions with a supplier in an effort to establish what the cost of a part or service ought to be, comprising the steps of:

Identifying and quantifying the cost components of a part or step of a process that, when totaled, determine what the cost of the part or process ought to be provided the lowest cost potential design, manufacturing practices, supply chain management techniques, labor rates, uptimes and yields;

inputting into the computer a plurality of possible costs for the cost components; making necessary calculations for each component of the part or step in the process;

determining the lowest cost potential for each component of the part or step of the process;

totaling the lowest cost potential for each of the cost components [[and]] and recording this as an ought-to-be cost;

outputting from the computer program a report that specifies the cost of each part or process and how each component of this cost was established; and

utilizing this report in cost driven discussions with a supplier to obtain an agreement with the supplier to provide parts or services at a price that is based upon the ought-to-be cost.

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9. (Previously presented) A method of using a computer to facilitate identifying and quantifying cost components of a part or service, the method comprising the following steps:

utilizing a computer program that is capable of interfacing with one or more databases, said computer program being available on a network that allows remote access by one or more users;

establishing a database that interfaces with said computer program, the database containing fact-based cost components that are utilized to calculate what the cost ought to be provided the lowest cost potential design, lowest cost potential manufacturing practices, lowest cost potential supply chain management techniques, lowest cost potential labor rates, lowest cost potential uptimes and lowest cost potential yields;

establishing a set of computer screens for said computer program including input fields into which component cost is capable of being inputted and menus that display options of component cost from said database, wherein the cost components are elements of cost areas such as material, labor, capital, manufacturing and overhead;

wherein the computer program has the capability of making any necessary calculations for each cost component, determining a lowest cost potential for each cost component, and totaling the lowest cost potential for each cost component, thereby yielding the ought-to-be cost of the part or service.

10. (Previously presented) The method of using a computer as set forth in claim 9 wherein the following further step is performed:

printing out a report for a screen describing the components of the screen, the inputted amounts and the subtotal for the screen.

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11. (Previously presented) The method of using a computer as set forth in claim 9 wherein the following further step is performed:

printing out a report for all screens describing the components of each screen, the inputted amounts for each component, the subtotal for each screen and a total for all screens.

12. (Original) The computer system of claim 5, wherein the computer system is accessible from a network by authorized users of the network.

13. (Previously presented) A method comprising the steps of:

determining a design for a part;

determining, by a computer, a lowest cost potential from a plurality of costs for at least two manufacturing factors for manufacturing the part, wherein the at least two manufacturing factors include at least two of: manufacturing practices to manufacture the part, supply chain management techniques to supply the part, labor rates to make the part, uptime for equipment utilized to manufacture the part, yields of manufacturing the part, overhead, freight, and equipment utilized to manufacture the part;

combining, by a computer, the lowest cost potential for at least the at least two manufacturing factors, yielding an ought-to-be cost for the part.

14. (Original) The method of claim 13, further comprising the step of conducting discussions over the ought-to-be cost for the part with one or more prospective suppliers of the part in an effort to reach an agreement a price to pay a chosen supplier for the part.

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15. (Previously presented) A method comprising the steps of:

determining a first design for a part;

determining, by a computer, a lowest cost potential for the first design for each of two or more of a plurality of manufacturing factors for manufacturing the part, wherein the plurality of manufacturing factors includes: labor rates, material costs, overhead costs, capital costs, fabrication waste rates, uptime for equipment utilized to manufacture the part, and yields of manufacturing the part;

generating, by the computer, an ought-to-be cost for the part from the lowest cost potential for the first design for each of the two or more manufacturing factors;

determining a purchase price with at least one supplier while utilizing the ought-to-be cost.

16. (Original) The method of claim 15, further comprising the steps of modifying the lowest cost potential for at least one of the plurality of manufacturing factors and generating an updated ought-to-be cost for use in discussions with a supplier.

17. (Previously presented) The method of claim 15, further comprising the steps of determining a second design for the part;

determining, by the computer, a lowest cost potential for the second design for each of at least two of the plurality of manufacturing factors;

generating, by the computer, an ought-to-be cost for the part from the lowest cost potential for the first design for each of the two or more manufacturing factors and the lowest cost potential for the second design for each of the at least two manufacturing factors.

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18. (Previously presented) A method comprising the steps of:

by a computer, identifying a plurality of cost components of a part and determining, from among a plurality of costs for the plurality of cost components, a lowest cost potential for each of the plurality of cost components of the part, wherein the cost components include costs related to at least one of material, labor, capital, machining, and overhead;

totaling, by a computer, the lowest cost potential for each of the plurality of cost components of the part, resulting in an ought-to-be cost for the part;

engaging in cost-driven discussions with a supplier to obtain an agreement with the supplier to provide parts at a price that is based upon the ought-to-be cost.


19. (Original) The method of claim 18, wherein the cost components relate to at least one of a design for the part, manufacturing practices, supply chain management techniques, labor rates, uptimes, and yields.

20. (Original) The method of claim 18, further comprising the steps of establishing a database that contains the lowest cost potential cost components and utilizing a computer program to obtain the ought-to-be cost for the part.

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